

THE
MICHAEL
CONSULTING
GROUP

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Peter H. Michael
President

May 18, 1999

Ms Judith Guthertz, President
Ms Heather Lui, manager
The Advisory Group
Suite 14
1721 Eastern Avenue
Sacramento, California, 95864

Dear Ms Guthertz and Ms Lui:

This is just to thank you again for your good work on the recent Michael Consulting Group survey done for the Fulton Avenue Improvement Association. Just today we completed our report to the client, ahead of deadline actually. You helped us meet and then beat this deadline.

Enclosed is the remaining \$2,700 owed on our account. We will not hesitate to use you in the future or to recommend your firm to others.

Very truly yours,



Peter H. Michael
President

Enclosure as noted
PHM/mot

▲ WE PRACTICE:

STRATEGIC PLANNING
FULL ANNUAL PLANNING
LONG-RANGE PLANNING
ORGANIZATIONAL EVALUATION
COMPETITOR EVALUATION
EXECUTIVE EVALUATION
SCANS
PORTFOLIO ANALYSIS
STRATEGIC CHOICE
PLAN FORMULATION
PLAN IMPLEMENTATION
PLAN EVALUATION

MARKETING ANALYSIS
MARKETING PLANS
MARKET RESEARCH
DEMOGRAPHIC RESEARCH
PRODUCT PORTFOLIOS
MARKET SEGMENTATION
BREAK-EVEN ANALYSIS
PRICING

LITIGATION SUPPORT
RECEIVERSHIPS
EXAMINERSHIPS
EXPERT WITNESS TESTIMONY
EVALUATION OF DAMAGES
DOCUMENTARY DATABASES

INTERNATIONAL SUPPORT
STRATEGIC PLANNING
CULTURAL ASSISTANCE
ENTRY STRATEGY
LONG-RANGE TRADE ECONOMICS

TRANSITION MANAGEMENT
START-UPS
FRANCHISING
TURNAROUNDS
ACQUISITION SEARCH
INTERIM MANAGEMENT

▲ WE REFER TO OUR
GROUP PROVIDERS
WHO PRACTICE:

INTERNATIONAL SUPPORT
INTERNATIONAL MARKETING
INTERNATIONAL TAXATION
THIRD WORLD DEVELOPMENT
LAND DEVELOPMENT PROJECTS
OFF-SHORE HOLDINGS
REGIONAL EXPERTISE

FINANCE
DEBT FINANCING
EQUITY FINANCING
HEALTH PROGRAM FINANCING
FINANCIAL PLANNING
SOCIALY RESPONSIBLE INVESTING
RISK MANAGEMENT
INSURANCE
LAND USE

PROMOTION
ADVERTISING
PUBLIC RELATIONS
INTERNATIONAL MARKETING
SALES MANAGEMENT

HUMAN RESOURCE MANAGEMENT
ORGANIZATIONAL FUTURES
ORGANIZATIONAL CULTURE
ORGANIZATIONAL DEVELOPMENT
CONTINGENT EMPLOYMENT
COMPENSATION ANALYSIS
OUTPLACEMENT
EMPLOYEE BENEFIT PLANS

LAW
BUSINESS LITIGATION
BUSINESS TRANSACTIONS
BANKRUPTCY
TAXATION

CONTROL SYSTEMS
INFORMATION SYSTEMS
ACCOUNTING
GOVERNMENTAL ACCOUNTING